1)Cryptocurency

2)Forex ( Eur/uds)

Stocks ( individual stake in Apple Amazon, Tesla and so on)

Bitcoin (created in 2009)

Commodities are raw materials used to create products.

3)Sale road map:  
\*Intro → KYC → Offer → Closing

4) Intro – Introducing ourselves & company

Like: hello→ how are you → a’m X from company !KEY PEOPLE. → I’m contacting regarding your request. I was assigned as you personal account manager I’ll be helping you today.

\*KYC: experience, age, country, usa??, vcd(valid documents), citizen(in country 7+ years)

-1st if all do you happen to have previous experience in this field?

No – Ok, it’s not a problem, ill guide you through the whole process step by step.

Yes – could you tell me about this experience, was it positive or not? Were you trading by yourself, or with help of bank/broker?

This is an offer for Canadian citizen only, so I believe you are originally from Canada? -Yes

-Beautiful, so as a proof of your identity do you have a drive license? - And I believe you don’t have documents related to the USA?

-No

Where are you from?

-Indi

-It’s a beautiful country, I would like to visit it someday,

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Potencial scenario:

Hello, I am speaking to May? How are you doing today? I’m Nick, I’m from KEY People Company. I’m contacting about your request that you let at investments platform. Believe you are interesting in trading and making money? I was assigned as your personal account manager, and will be helping you today.

If you don’t mind, I’ll ask you a couple of questions to confirm, that you fit our company requirements.

\*We are providing our services only for people whom Canada, so I believe you are from this country?

- Yes, I am.

- Great! Are you living in Canada for all your life, or you came there from another country?

- I am originally from England

- And for how long you stay in Canada?

- About 25 years

- O, it’s quite long period of time, but how old are you? Why did you left the England, probably working trip, or with family?

\*Do you have some experience in this field?

-Yes

- Tell me please about this experience, was it positive or not? Did you traded by yourself or with help of broker?

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- No

-It’s not a problem at all, I’ll guide you through the whole process.

(Banned: Ukraine, Moldova, France, Ukraine, Germany, USA, Israel)

5) Forms of paraverbal

\*Whisper effect

\* Silence technique

\* Tone of voice

\* Active listening

6) Must be avoided:

-making promises under any shape or form

-to use profanity against other clients

- Consent words or phrases(Can I, Can you, Mai I, Sir)

-Sensitive words (Gambling, Fraud, Lose money, Scam)

7) KYC

- Job/income

- Mortgage/ Rent

- Loans/debts

- Goals

- Family

- Savings

8) Leverage and margin